

GateGuard		Face-recognition entry panel, intercom, virtual doorman + camera system
LookLock		Smart Lock w/Video Doorbell + Security Camera + Concierge (Opens with: Fingerprint, Code, NFC, Card, Fob, App, Key)
PropertyPanel		NYC's #1 property platform: Find, Analyze, Comply, News, more.
SubletSpy		Catch & Evict Illegal Airbnb-type sublets

Featured in:

The Real Deal, Cooperator, BISNOW, ABC, NBC, PIX, FOX, Pando, Curbed, Observer

Visit us for a demo:

NYC: Herald Square

Miami: Lincoln Road

All conversations are off-the-record. Social Media, too.

Terms apply to each service. Each service is a different entity.

Terms cannot be changed via email or oral agreement.

----- Forwarded message -----

From: **Ari Teman** <ari@teman.com (mailto:ari@teman.com)>

Date: Tue, May 22, 2018 at 5:37 PM

Subject: Re: Gateguard

To: Joseph Soleimani <joe@abjny.com (mailto:joe@abjny.com)>

Joe,

When you signed up for GateGuard you signed a contract that includes steep fines for removing or disabling devices (\$18,000 per device) and includes a multi-year contract to pay for service. There are no cancellations or early terminations. Monthly bills past-due incur a major collection fee. The bill per device is the 10 years of service minus the 6 months paid upfront, (6 months*\$99+\$149*9 years*12 months), and the \$18,000 fee for removing power from the devices disabling their use. **The amount we sent to collections last week is \$268,116 (44,686/device).**

GateGuard was working fine, to the point that you and your brother (Benjamin) begged me and encouraged me to keep it running (in writing).

You said, on a recorded line, that our "technology was great", that "Latch sucks", and that you would be "ordering 60 more devices" from me if I added a feature "forcing a selfie", which we did. You again said you'd order 60 devices.

You perhaps changed your mind likely when offered something free (which you also told me on a recorded line), but we delivered on the agreement (and we have since switched the order and there are no complaints). You need to hold up your end.

This is a bit personal because I trusted you because it's a lonely game and I needed a friend, you abused that trust, to the point you told me you'd invite me to a seder and you loved me **at the same time** you asked Dan Enfield, one of my real friends, to lie to me.

However, there is more than that. In the contract you agree explicitly to not enter into access control business, not to divulge our interface or IP to others, not to use a similar device. You then went into business with a competitor and helped promote their work. You display their device at your HQ. This is a massive violation of our contract, and incredibly damaging. Should we go to court (you don't want to fight me in court -- I've *never* not made it cost 5x of what I want)

You wasted months of my time. You lied to me. You did it while pretending to be my friend.

You owe us **\$268,116** for the devices, and I believe we will win when we take you to court on the 60 building order, the IP theft, fraud, and unfair trade practices. You do not have the option to use or do business with MVI, and we will sue them for fraud and you. The attorneys are already retained, and you will pay for that, too.

Now, decide if you want to fight me or pay, but if you fight, you will pay more.

Your alternative is to keep your agreement and act in good faith.

Ari

[Quoted text hidden]

